

Approved For Release 2001/08/09 : CIA-RDP85-00988R000400060047-2

NEWS

## WHAT YOU AS A BUSINESSMAN CAN AND CANNOT DO

as a result of recent court and administrative decisions

**✕ YOU CANNOT**, after June 17, manufacture or sell firecrackers and certain other fireworks devices banned by the Consumer Product Safety Commission. The agency also established new labeling requirements for some products which are not banned. The order exempts fireworks distributed to farmers, ranchers or growers through a wild-life-management program administered by other government agencies.

**✓ YOU CAN** comment on a proposal by the Internal Revenue Service to clarify the regulations on the 10 per cent excise tax on fishing equipment, indicating just what is and what is not subject to the tax. Also proposed by the IRS is a new 11 per cent excise on bows, arrows and quivers, effective on July 1. A deadline of June 17 was set for writing to: Commissioner of Internal Revenue, Attention: CC:LR:T, Washington, D. C. 20224.

**✓ YOU CAN** be required to pay a State personal-property tax on goods manufactured and crated for foreign sales, but not yet in transit. The U. S. Supreme Court rules that the import-export clause of the Constitution does not bar a State from taxing such products. Immunity from taxation, the High Court adds, hinges on the character of the goods as "exports," rather than on the intent of their owner to export them.

**✓ YOU CAN** expect a resumption of on-site citations, under certain circumstances, for alleged violations of safety and health regulations at your place of business. Occupational Safety and Health Administration inspectors are now directed to confer with their area directors by telephone before issuing citations which are to be expedited, "assuring that protection is offered to employees in the shortest possible time." Spot citations were suspended last November because members of the House and Senate objected.

**✕ YOU CANNOT** qualify your corporation's profit-sharing plan under federal income-tax laws by issuing interest-bearing promissory notes as payments to the plan. The Tax Court denies using such payments as tax deductions in the case of a firm which issued notes that were secured by pledges of its principal shareholders.

**✕ YOU CANNOT** limit your employees' rights to distribute literature at your plant in nonwork areas on nonworking time "unless the limitations . . . can be justified . . . to maintain production, discipline or security." So rules the National Labor Relations Board.

**✓ YOU CAN** give your views on a proposal to substitute the metric system—liters and part-liters—for the current measurement standards for wine bottles. Details of the new regulations, due to go into effect on Nov. 1, 1976, appear in the May 10 "Federal Register." Comments may be sent by June 4 to: Director, Bureau of Alcohol, Tobacco and Firearms, Washington, D. C. 20226. A public hearing will begin at 10 a.m. on June 11 on the seventh floor of the Internal Revenue Service Building at 1111 Constitution Avenue in Washington.

**✓ YOU CAN**, as the owner-operator of a feed lot for fattening and conditioning cattle sold to meat packers, be classified as a farmer for income-tax purposes. Thus, says the United States Court of Appeals for the Tenth Circuit, a feed-lot operator can report its income—including income that it receives from customers—on a cash, rather than an accrual, basis.

**✕ YOU CANNOT** block a State from taking an air-pollution test outdoors on your factory's property. The U. S. Supreme Court rules that such a test does not violate the Constitution's ban on unreasonable searches.

Conclusions expressed in these paragraphs are based upon decisions and rulings of courts and Government bureaus. In making their decisions, courts and bureaus consider many facts which, for reasons of space, cannot be set forth in detail. The U.S. News & World Report, on written request, will refer interested readers to sources of this basic material.

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# THINK METRIC!

March  
New York

## Adapting to the Metric System Managing the Changeover

a special 2-day briefing

# Get ready now for the metric environment. ...An early changeover could give your company some big benefits.

- an advantage in overseas metric markets through more competitive bidding
- a competitive edge against late converters
- appreciation/depreciation charge advantages — in terms of current tax credits and new equipment purchase write-offs
- ample time to ensure a crisis-free conversion with minimum operating setbacks ... at minimum cost.

## **This special meeting helps your company THINK METRIC**

- and helps you and other decision makers —
- identify key areas of changeover for your company
- anticipate changes in your own industry ... on your own operations
- take steps to avoid a costly "crash" conversion program
- set realistic target dates if you decide to go metric
- plan and execute a successful changeover
- "re-think" through the metric aspects of product design.

## **Metric experts examine some critical questions**

**In increasing use of the metric system.**  
how long can the U.S. remain the only major industrialized nation in the world *not* committed to metrication?

Can your company continue to meet the demands of today's technology — and continue to compete on a long-range basis in overseas markets — without switching to metrics?

## ***On the role of Government in conversion programs.***

- Will the Federal Government use its purchasing power to coerce prime and subcontractor companies to adopt the metric system?
- How fast could your company comply if Government contracting offices required quotes in metrics? ... and metric specifications on blueprints?

## ***On potential business pressures.***

- In the event of an accelerated national changeover — could your company continue to satisfy customer demands? ... attract new business?
- How can vendors and buyers work out mutually satisfactory conversion schedules?

## **Special focus on the costs of conversion: Will the price of changeover outweigh the benefits?**

At this meeting, authorities will discuss the costs of conversion in depth and in terms of —

... **Premature obsolescence of tools, machines and parts.** How can your company offset changeover costs through a wisely managed phase-out and replacement program?

... **Dual inventories and standardized dimensioning systems.** Why will metrication sharply cut down inventory over the long run?

... **People problems.** Should management set up training and PR programs to familiarize engineers, salesmen, plant workers and consumers with hard and soft changes?

## **Case histories brief you on how leading companies made the changeover**

You'll hear about actual conversions by corporations such as Beloit Tool. In this way, you should be able to gain some insights into objectives, procedures and results of conversion.

## **A unique opportunity to hear all sides of the metric question**

Speakers on this program don't all agree on the benefits of going metric ... or the best method for converting to a metric system. Lively panel discussions let you hear their (sometimes) conflicting opinions on metrication and conversion.

**This Briefing is a must for key decision makers in all companies and management areas ... for professional engineers ... and for technical personnel.**

**Come with a team.** Metrication is a hot issue that could have far-reaching effects throughout your organization. If and whenever your company decides to go metric, you'll need a lot of cooperation to get a successful program off the ground. Start the wheels rolling early by attending this meeting with a team of key managers.

**Check back of brochure for special team fees.**

**Register now and help your company come to terms with metrication**

At this meeting, you'll get nothing less than full and expert coverage of the issues — benefits, problems and costs.

**Assure your places** with the convenient clip-out card on the back of this folder. Or, if you prefer, simply wire or phone AMA's Registrar in New York City.

## Chairman

**KENYON Y. TAYLOR**  
*President*  
Beloit Tool Corp.  
South Beloit, Ill.

## Guest Speakers

**E. BARBROW**  
*Coordinator of Metric Activity*  
National Bureau of Standards  
Washington, D. C.

**I. M. GOSSAGE**  
*Chairman, Metric Commission*  
Department of Industry,  
Trade & Commerce  
Canadian Government  
Ottawa, Ontario, Canada

**JOHN RANKINE**  
*Director of Standards*  
International Business  
Machines Corp.  
Armonk, N. Y.

**RUSSELL HASTINGS**  
*Advance Engineering Manager*  
Industrial Trucks Division  
Clark Equipment Corp.  
Battle Creek, Mich.

**ERIC ST. CROIX**  
*Director of Research*  
Oil, Chemical & Atomic Workers  
International Union  
Denver, Col.

**THE HONORABLE**  
**ROBERT MC CLORY**  
*United States Representative*  
3th District of Illinois  
Washington, D. C.

# Adapting to the Metric System: Managing the Changeover

## When and Where

March 25-26, 1974  
AMA Headquarters  
New York City  
2-day meeting.  
Starts Monday, 9:00 a.m.  
Briefing Session #2380-33

## Briefing Program

### I. What is the Business Need for the Metric System

- A. International market participation
- B. Standardization
- C. Convenience
- D. Other benefits
- E. Disadvantages

### II. Who Should Convert and Why?

- A. Types of industries
- B. Factors in conversion decision
- C. Why some businesses need not convert

### III. When and How Should the Change Occur?

- A. Establishing a plan
- B. Getting started
  - 1. machines
  - 2. product
- C. Areas of change
- D. Transition time and factors

### IV. Potential Problem Areas

- A. People
- B. Machines
- C. Tools
- D. Standards
- E. Education

### V. Considerations in Avoiding Excessive Costs

- A. Training programs
- B. Equipment investment
- C. New product design

### VI. Factors in Changeover Cost Estimation

- A. Dual inventory
- B. Spare parts
- C. Dual dimensions
- D. Retraining and education
- E. Equipment
- F. Market factors
- G. Facilities

### VII. How is Canada Handling its Changeover

- A. Benefits derived
- B. Problem areas and their resolvment
- C. Plans and timetables

### VIII. Case Histories of Companies Using Metric System Today

- A. Product conversion
- B. Machinery conversion
- C. People conversion

### IX. Government's Role in Metric Changeover

- A. What should government's role be?
- B. Legislative possibilities
- C. Purchasing leverage
- D. "Favored" industry sponsorship
- E. Instruction and guidance

### X. New Business Potential

- A. New markets
- B. Restructuring of old markets
- C. Upgrading the economy

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American Management Associations for-profit, educational membership organization which derives its support from the fees charged in all of its activities, products and services.

**To Register** — fill out and return the card. Or, wire or phone the Registrar at the address given. Registrations must be made in advance, and may be made up to the time of the meeting, subject to confirmation. Applicants should not come to the meeting without advance confirmation. Confirmed registrations cancelled later than one week before the meeting are subject to a \$25 service charge. Registrants whose applications have been confirmed and who fail to attend a meeting are liable for the entire fee unless they contact the Registrar prior to the meeting to cancel their reservations.

**Hotel Accommodations** — AMA does not arrange hotel accommodations. However, the Americana Hotel (7th Ave. at 52nd St.) will hold a limited number of rooms for registrants up to two weeks before your meeting starts. These rooms will be at either the Americana Hotel itself, or at the City Squire Inn (affiliated with the Americana) — both within one block of the American Management Associations Building. For preferred service contact the Americana Hotel directly for reservations (Ms. Jackie Lo Bello 212-LT 1-1000, Ext. 370) specifying the program number of the AMA meeting you are attending. Act promptly to be sure of accommodations.

**Registration Fees** — The full fee is payable in advance and includes the cost of all luncheons and meeting materials.

### INDIVIDUAL FEES

2-day Briefing Session

AMA Members  
\$225

Nonmembers\*  
\$260

**SEND TEAMS AT REDUCED FEES** — During the meeting, they'll compare notes and pool thinking on how the ideas and concepts presented relate to your company's specific problems. Back on the job they'll be able to tackle these problems with a highly-coordinated team approach. The special fees for a company team of three managers attending the same meeting are:

### TEAM FEES

2-day Briefing Session (per person)

AMA Members  
\$195

Nonmembers\*  
\$230

Note: Other discounts are available for larger groups. For details please contact AMA's Registrar.

\*Nonmembers: Difference between member and nonmember registration fee can be applied to AMA membership. Check box on card for full information.

### TAX DEDUCTION FOR EDUCATIONAL EXPENSES

Treasury regulation §1.162-5 permits an income tax deduction for educational expenses (registration fees and cost of travel, meals and lodging) undertaken to: (1) maintain or improve skills required in one's employment or other trade or business, or (2) meet express requirements of an employer or a law imposed as a condition to retention of employment, job status or rate of compensation.

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### AMERICAN MANAGEMENT ASSOCIATIONS

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List names and positions of team registrants on an additional sheet.

Use register the above executives for AMA's Briefing Session #2380-33, ADAPTING TO THE RIC SYSTEM: MANAGING THE CHANGEOVER, to be held March 25-27, 1974 at AMA Headquarters in New York City.

Fee is payable in advance. Check enclosed. ☐  
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